

## Message Text

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46

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
----- 117971

R 060708Z AUG 76  
FM AMCONSUL NAHA  
TO USDOC WASHDC UNN  
SECSTATE WASHDC 2171  
INFO AMEMBASSY TOKYO

UNCLAS NAHA 388  
E.O. 11652: N/A  
TAGS/ BEXP, JA , BFOL  
SUBJECT/ PRIVATE TRADE OPPORTUNITY  
1. 588/03/P003  
2. 080476  
3. G. FURNESS  
4. 588 JAPAN  
5. IAD  
6A. REPLY TO  
6B. MR. EIJI TANAKA, PRESIDENT  
6C. TANAKA INDUSTRIES CO, INC.  
387 OYAMA, GINOWAN CITY, OKINAWA (901-22), JAPAN  
7. CABLE: TANAINDUST TELEX: TIC J 79870

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TEL: 098897-5191

8. CO. REF: FINANCIAL - BANK OF THE RYUKYUS FUTENMA BRANCH:  
CPO BOX 310 NAHA, OKINAWA, JAPAN  
9. 104-11 9A. DIRECT SALE AND REPRESENTATION  
10. DESCRIPTION:  
2861231-0540: GLACIAL ACETIC ACID (CH3C9#)  
(FOR INDUSTRIAL USA).

NOTE: JAPANESE INDUSTRIAL STANDARD SPECIFICATIONS/FOR  
ACETIC ACID (CH3COOH) (FOR INDUSTRIAL USE) ARE AS  
FOLLOWS:

A. OUTWARD APPEARANCE: COLORLESS/TRANSPARENT, WITH NO  
FLOATING MATTER.

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B. SPECIFIC GRAVITY (20/4.C): 1.064 - 1.067  
C. ACETIC ACID (PURITY PERCENTAGE PERCENT): 90.2 - 90.80  
D. NON-VOLATILITY (PERCENTAGE PERCENT): 0.005 OR LESS.  
E. TURBID TEST: WILL NOT BECOME TURBID  
BUYER HAS RECEIVED AS INITIAL ORDER OF 100 TONS FROM JAPAN  
SOUTHERN AREA INDUSTRIES. ESTIMATES TOTL MARKET FROM \$2 TO

\$5 MILLION THROUGH HIS BUSINESS CHANNEL. BUYER IS LEADING AND  
ACTIVE TRADER. NEEDS SAMPLES AND CATALOGUES, FOB OR CIF PRICES

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ASAP. MARKETING TERRITORY IS OKINAWA AND SOUTHERN AREA JAPAN  
MAINLAND. BUYER'S ANNUAL SALES 1975 WERE \$2.45 MILLION.  
EMPLOYS 30. SMALL BUT ACTIVE FIRM. HAS FRANCHISED ECHAIN  
BUSINESS OFFICES IN TOKYO, OSAKA, YOKOHAMA, FUKUOKA, HONGKONG,  
HONOLULU AND LOS ANGELES. TANAKA SPEAKS GOOD ENGLISH. PLANS  
TO VISIT U.S. IF BUSINESS ARRANGEMENTS CAN BE SET UP. WTD REPORT  
ON FILE AT USDOC.

KNOWLES

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<< END OF DOCUMENT >>

## Message Attributes

**Automatic Decaptioning:** X  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**Film Number:** D760303-0558  
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